

## Message Text

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PAGE 01 BREMEN 00459 311545Z  
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STATE PASS COMMERCE/NOAA/NMFS

COPENHAGEN FOR REGIONAL FISHERIES ATTACHE

E.O. 11652: N/A  
TAGS: EFIS GW  
SUBJECT: EXPORT OF DOGFISH PRODUCTS TO FRG

REF: STATE 135242

1. POST APPRECIATES IDENTIFICATION BY NMFS OF CAPABLE U.S. DOGFISH PRODUCTS EXPORTER ON ATLANTIC COAST AND LOOKS FORWARD TO RECEIVING ADDITIONAL NAMES OF PRODUCERS ON PACIFIC COAST.

2. FOLLOWING IS BRIEF DESCRIPTION OF MARKET FOR DOGFISH PRODUCTS IN FRG: ACCORDING TO LOCAL DEALER SOURCES, MARKET IS FAIRLY STATIC AT ABOUT 2,000 METRIC TONS PER YEAR, OF WHICH ABOUT 80 PERCENT IS IN BELLY FLAPS AND 20 PERCENT IN BACKS. DOMESTIC LANDINGS OF DOGFISH ARE ESTIMATED AT LESS THAN 100 MT. IN 1977, NORWAY SUPPLIED ABOUT 45 PERCENT OF GERMAN DOGFISH NEEDS, ENGLAND ABOUT 28 PERCENT, THE UNITED STATES 15 PERCENT AND CANADA NEARLY 8 PERCENT. IN FIRST FOUR MONTHS OF 1978 THIS IMPORT PATTERN SHOWED SIGNIFICANT CHANGES: PURCHASES FROM NORWAY AND ENGLAND WERE NEARLY UNCLASSIFIED

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HALVED, IMPORTS FROM CANADA TRIPLED, AND SOUTH AFRICA AND JAPAN APPEARED AS VOLUME SUPPLIERS WITH MARKET SHARES OF ABOUT 6 PERCENT EACH. U.S. SUPPLIES STOOD AT 16 PERCENT. CURRENTLY, DOGFISH BELLY FLAPS ARE PRICED AT ABOUT NINETY CENTS PER POUND, CIF GERMAN SEABOARD. AVERAGE WEIGHT OF FLAP IS ABOUT FOUR OUNCES; AVERAGE LENGTH IS ELEVEN INCHES, AVERAGE WIDTH IS NEARLY THREE INCHES. FLAPS ARE PURCHASED

DEEP FROZEN, POLYWRAPPED IN WAX LINED CARTONS CONTAINING  
40-45 POUNDS. PRICE OF BACKS IS ABOUT 50 PERCENT OF FLAP  
PRICE.

3. WE NOTED VAST DIFFERENCE BETWEEN TEN CENTS PER POUND OFFERED BY DEALERS FOR GUTTED DOGFISH TO U.S. FISHERMEN QUOTED IN REFTEL AND ABOVE CIF PRICE. WE UNDERSTAND THAT DOGFISH PROCESSING IS RATHER LABOR INTENSIVE AND THAT THE FILLET YIELD IS ONLY ABOUT ONE-THIRD OF THE ROUND WEIGHT. ABOUT ONE-FOURTH OF THE FILLET YIELD IS IN FLAPS AND ABOUT THREE FOURTHS IN LOWER PRICED BACKS, FOR WHICH THERE ARE REPORTED TO BE GOOD MARKETS IN ENGLAND AND FRANCE. ALSO EAST BLOC COUNTRIES ARE SAID TO BE DEVELOPING AN INTEREST IN DOGFISH PRODUCTS.

4. NOTWITHSTANDING, WITH THE ABOVE PRICE SPREAD, U.S. FISHERMEN MAY WISH TO RECONSIDER THE ECONOMICS OF THIS SPECIAL TRADE POSSIBLY THROUGH THE ESTABLISHMENT OF A COOPERATIVE AS WAS SUCCESSFULLY DONE BY NORTH CAROLINA EEL PRODUCERS, WHO FACED A SIMILAR PROBLEM. GERMAN IMPORTERS WOULD BE PREPARED TO INSTRUCT U.S. FISHERMEN IN PROCESSING AND QUALITY NEEDS AND ASSIST THEM IN DEVELOPING MARKETS FOR BACKS OUTSIDE THE FRG. SCHIFFMAN

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